

Message Text

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PAGE 01 DUSSEL 00602 291537Z
ACTION EB-08

INFO OCT-01 CIAE-00 EUR-12 DODE-00 NSAE-00 USIA-15
TRSE-00 ERDA-07 ISO-00 MC-02 ACDA-10 /055 W
-----300229Z 026975 /72-70

R 291400Z MAR 77
FM AMCONSUL DUSSELDORF
TO USDOC WASHDC
INFO AMEMBASSY BONN
SECSTATE WASHDC 3115

UNCLAS DUSSELDORF 0602

EXCON

E.O. 11652: N/A
TAGS: BBSR, GW
SUBJECT: WTDR/FTI ZEICHENTECHNIK HERBERT ROSENBAUM

REF: (A) STATE 051256 (NOTAL), (B) DUSSELDORF 0513 (NOTAL)

1. GERMANY
 2. COUNTRY CODE: 428
 3. SER. NO: N/A
 4. ZEICHENTECHNIK HERBERT ROSENBAUM
 - 4A. P
 - 4B. D
 - 4D. -
 5. HAUMANNPLATZ 30
 6. 4300 ESSEN 1, GERMANY
 7. ESTABL: 1961
 8. EMPL: 18
 9. RELATIVE SIZE: (20-X) MEDIUM
 10. REPUTATION: (22-X) GOOD
 11. COMPANY SELLS IN WEST GERMANY
 12. RPT. DATE: 03/77
 - 13A. 38113/3 DIST. OF DRAFTING INSTRUMENTS
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- 13B. 38113/35E DIST. IMP, OF SURVEYING INSTRUMENTS AND ACCESS-
ORIES
14. CONTACT: HERR HERBERT ROSENBAUM TITLE: OWNER
 15. CABLE: NA
 16. TELEX: NA
 17. TELEPHONE: 0201/781955
 18. FINANCIAL REF: STADTSPARKASSE, 4300 ESSEN

19. TRADE REFS: SEE ITEM 20

20. MAJOR FOREIGN FIRMS REPRESENTED: HEWLETT PACKARD
CO., PALO ALTO, CA 94304, USA

21. THE SUBJECT COMPANY HAS ANNUAL SALES OF DM 4.5 MILLION
AND EMPLOYS 18. ITS SOLE OWNER, MR. HERBERT ROSENBAUM
(39), HAS A GOOD BUSINESS REPUTATION. THE FIRM RENTS
ITS PREMISES. AVERAGE INVENTORIES AMOUNT TO DM
250,000. ACCOUNTS RECEIVABLE ARE DM 220,000 - 250,000
AND ARE COUNTERBALANCED BY ACCOUNTS PAYABLE OF ABOUT
THE SAME AMOUNT. THE FIRM'S MAIN CUSTOMERS ARE MUNICIPAL
AUTHORITIES. MR. ROSENBAUM, IN ADDITION TO HIS FUNCTION
IN THE SUBJECT COMPANY, IS ALSO THE MANAGER AND SOLE
OWNER OF THE FIRM, DR. A. KUELLENBERG GMBH (A DISTRI-
BUTOR OF CRIMINAL DETECTION AND PREVENTION EQUIPMENT),
WHICH IS LOCATED AT THE SAME ADDRESS AS THE SUBJECT
FIRM, AND HE HOLDS 85 PERCENT OF THE CAPITAL OF THE
FIRM, AUGSTEIN & KNOLLEN GMBH, IN BOCHUM (CAPITALIZED
AT DM 20,000). MR. ROSENBAUM OWNS A HOUSE ON THE
NORTH SEA (VALUED AT DM 100,000) AND IMPROVED REAL
ESTATE COVERING 3,000 SQUARE METERS IN ESSEN.
ACCORDING TO A LOCAL BANK AND A CREDIT AGENCY MR.
ROSENBAUM MEETS HIS OBLIGATIONS PROMPTLY. ON THE BASIS
OF INFORMATION AVAILABLE TO THIS CONSULATE, THE
SUBJECT COMPANY IS CONSIDERED TO BE A GOOD BUSINESS
CONTACT FOR US FIRMS.

22. PREPARED BY: SGLAR

APPROVED BY: THCASWELL III

AT: AMCONSUL DUESSELDORF.DUX

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NNN

Message Attributes

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Disposition Approved on Date:
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Status: NATIVE
Subject: WTD/FTI ZEICHENTECHNIK HERBERT ROSENBAUM
TAGS: BBSR, GE
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Type: TE
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